

## Sales Developer | Energizing Norway

***Do you want to take a key role in one of the largest Energy actors in the Nordics, being responsible for increasing inflow in customer preferred channels focusing on improving existing channels and exploring new ways of selling?***

This role reports to Sales Manager Energizing in NorgesEnergi, and provides a great opportunity to shape a new role while building even stronger customer relationships. Together with the team of consumer business professionals and great colleagues across the Nordics, you will ensure we are placing new and existing customers in the center of everything we do.

### Your responsibilities

- Responsible for plan, forecast, NPS and CPO levels in established channels
- Responsible for customer inflow and profitability of customer through new channels and way of selling
- Responsible for piloting and scaling new channels/way to sell and ensure that we use the agile way of working to minimize waste
- Developing and executing sales strategy to increase sales volumes in customer preferred channels
- Contribute to the development of the digital go-to-market sales strategy in close collaboration with Sales manager and e-commerce

### Your qualifications

- Successful previous experience as a Sales Representative, Sales Manager or similar roles, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Digital competence
- Customer centric
- Data driven
- Lean-startup methodology
- Structured
- Result oriented
- Change management
- Sales & marketing
- Leadership and management
- BS/MS degree in business administration or a related field

### We offer you

- A challenging position within Fortum and NorgesEnergi, with great development opportunities
- Be part of a highly competent cross-functional organization, with high pace and clear ambitions – in a creative, friendly and flexible working environment.
- Opportunities for personal learning and professional development
- We are a company for the Doers – those who want to make a difference.

Come lead the change with us!

Please make [contact](#) or send your application via [LinkedIn](#) or the original [advert](#)